

# AMANDA ROTELLA

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## ACADEMIC APPOINTMENTS

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2021 – Present     **Lecturer, Social and Health Psychology**  
Department of Psychology, Kingston University London

2019 – 2021     **Postdoctoral Researcher**  
Department of Psychology, University of Waterloo

## EDUCATION

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2020     Ph.D. in Psychology, University of Guelph

2016     M.Sc. in Psychology, University of Guelph

2011     B.Sc. in Biological Sciences combined with Psychology, Brock University

## RESEARCH EXPERTISE

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I conduct research in judgment and decision-making, with a focus on **social competition** (morality; cooperation; signaling; social comparisons; inequality; wisdom) and **cultural change**. My research is interdisciplinary, drawing on diverse fields (social/personality; organizational; behavioral economics; behavioral ecology; health psychology; cognitive science) and employs a variety of methodological approaches (experiments; behavioural economics; meta-analysis; time-series modeling; survey methods).

## RESEARCH SUMMARY

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Journal Articles:	9
Book Chapters:	2
Manuscripts (submitted/under review):	4
Research Grants Awarded:	3

## JOURNAL ARTICLES<sup>1</sup>

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**Rotella, A.**, Varnum, M.E.W., Sng, O., & Grossmann, I. (in press). Increasing population densities predict decreasing fertility rates over time: A 174-nation investigation. *American Psychologist*. Preprint available: <https://psyarxiv.com/zpc7t> [IF 6.5]

\*Arnocky, S., \*Desrochers, J., \***Rotella, A.**, Albert, G., Hodges-Simeon, C., Locke, A., & Belanger, J. (in press). High mate-value males adopt a less restricted sociosexual orientation: A meta-analysis. *Archives of Sexual Behavior*. [IF 3.5] \**Co-first authorship; authors contributed equally*

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<sup>1</sup> Underlined names are undergraduate student co-authors

Tierney, W., Hardy, J. H., III., Ebersole, C., Viganola, D., Clemente, E., Gordon, M., Hoogeveen, S., Haaf, J., Dreber, A.A., Johannesson, M., Pfeiffer, T., Chapman, H., Gantman, A., Vanaman, M., DeMarree, K., Igou, E., Wylie, J., Storbeck J., Andreychik, M.R., McPhetres, J., Vaughn, L.A., **Culture and Work Morality Forecasting Collaboration**, & Uhlmann, E. L. (2021). A creative destruction approach to replication: Implicit work and sex morality across cultures. *Journal of Experimental Social Psychology*, *93*, 104060. (Member of Forecasting Collaboration). [IF 3.2]

**Rotella, A.** & Barclay, P. (2020). Failure to replicate moral licensing and moral cleansing in an online experiment. *Personality and Individual Differences*. *161*. [IF 2.0]

**Rotella, A.**, Sparks, A., & Barclay, P. (2020). Feelings of obligation are valuations of signaling-mediated social payoffs. *Behavioral and Brain Sciences*. [commentary] [IF 17.2]

Larney, A., **Rotella, A.**, & Barclay, P. (2019). Stake size effects in ultimatum game and dictator game offers: A meta-analysis. *Organizational Behavior and Human Decision Processes*, *151*, 61-72. [IF 2.8]

**Rotella, A.**, Fogg, C., Mishra, S., & Barclay, P. (2019). Measuring delay discounting in a crowdsourced sample: An exploratory study. *Scandinavian Journal of Psychology*, *60*, 520-527. [IF1.4]

\*Karabegovic, M., \***Rotella, A.**, & Barclay, P. (2018). Broadening the role of “self-interest” in Folk-Economic Beliefs. *Behavioral and Brain Sciences*. [commentary] [IF 17.2] \**Co-first authorship; authors contributed equally*

Rehan, S. M., **Rotella, A.**, Onuferko, T. M., & Richards, M. H. (2013). Colony disturbance and solitary nest initiation by workers in the obligatory eusocial sweat bee, *Halictus ligatus*. *Insectes Sociaux*, *60*(3), 389–392. doi:10.1007/s00040-013-0304-8. [IF 1.3]

## BOOK CHAPTERS

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Kara-Yakoubian M., **Rotella, A.**, Dorfman A., Grossmann I. (2021). Wisdom. In: Glăveanu V.P. (eds). The Palgrave Encyclopedia of the Possible. Palgrave Macmillan, Cham. [https://doi.org/10.1007/978-3-319-98390-5\\_169-1](https://doi.org/10.1007/978-3-319-98390-5_169-1)

Kafashan, S., Sparks, A., **Rotella, A.**, & Barclay, P. (2016). Why heroism exists: Evolutionary perspectives on extreme helping. In S. T. Allison, G. R. Goethals, & R. M. Kramer (Eds.) *The Handbook of Heroism and Heroic Leadership*. Routledge.

## MANUSCRIPTS SUBMITTED OR UNDER REVIEW

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Chuong, K. H., **Rotella, A.**, Cooper, E. J., O’Doherty, K. C. (submitted). Public engagement on childhood vaccination: Democratizing policy decision-making through public deliberation. In: *Democratizing Risk Governance: Bridging Science, Expertise, Deliberation and Public Values*. Palgrave Macmillan.

Hutcherson C. A., Sharpinski, K., Varnum, M. E.W., **Rotella, A.**, Wormley, A., Tay, L., & Grossmann, I. (under review). Behavioral scientists and laypeople misestimate societal effects of COVID-19. Preprint available: <https://psyarxiv.com/g8f9s/>

**Rotella, A.**, Jung, J., Chinn, C., & Barclay, P. (revise and resubmit). Observation and moral ambiguity matter: A meta-analysis on moral licensing.

**Rotella, A.**, Sparks, A., Mishra, S., & Barclay, P. (revise and resubmit). No effect of ‘watching eyes’: An attempted replication and extension investigating individual differences.

## WORKING PAPERS

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Rotella, A., & Mishra, S. (working paper). Personal relative deprivation negatively predicts engagement in group decision-making. Preprint available: <https://psyarxiv.com/6d35w/>

Rotella, A., & Barclay, P. (working paper). Mating competition and cooperation: Restricted mating strategies are associated with prosociality.

## HONORS AND AWARDS

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- 2021 **Postdoctoral Research Award Finalist**  
*Finalist for the Postdoctoral Research Award from the Human Behavior and Evolution Society, selected based on academic merit of a research paper*
- 2021 **Richard Barham Doctoral Graduate Medal**  
*Award from the College of Social and Applied Human Sciences at the University of Guelph for outstanding academic achievement and being chosen as the college's nominee for the Governor General Gold Medal*
- 2020 **Certificate of Academic Excellence – Doctoral Thesis Award**  
*Award from the Canadian Psychological Association to recognize outstanding achievements made by students at the Ph.D. level in each Canadian department of psychology (University of Guelph)*
- 2020 **Emerging Scholar and Diversity Award (\$300)**  
*Award from the Association for Research in Personality to recognize exceptionally high-quality work from emerging personality psychologists*
- 2019 **Department of Psychology Memorial Scholarship (\$500)**  
*Awarded by the Department of Psychology at the University of Guelph to a doctoral student who has demonstrated the highest level of academic excellence and research activity*
- 2018 **Diversity Travel Award (\$500)**  
*Awarded by the Society for Personality and Social Psychology to increase diversity within personality and social psychology to students demonstrating excellent scholarly records*
- 2018 **Graduate Travel Award (\$500, declined)**  
*Awarded by the Society for Personality and Social Psychology Award based on the excellence of the submitted conference abstract*
- 2017 **Department of Psychology Memorial Scholarship (\$400)**  
*Awarded by the Department of Psychology at the University of Guelph to a doctoral student who has demonstrated the highest level of academic excellence and research activity*
- 2016 **SSHRC General Graduate Travel Award (\$3,700)**  
*Awarded through the University of Guelph to pursue foreign research opportunities*
- 2015 **Founder's Graduate Scholarship (\$1,000)**  
*Awarded by the Department of Psychology at University of Guelph for academic excellence*
- 2014 **Board of Graduate Research Scholarship (\$2,000)**  
*Awarded by the College of Social & Applied Human Sciences at the University of Guelph for academic excellence*
- 2013 **CSAHS Dean's Scholarship (\$2,500)**  
*Awarded by the College of Social & Applied Human Sciences at the University of Guelph for academic excellence*

## FELLOWSHIPS

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- 2018      **Teaching and Career Development Fellowship (\$7,000)**  
*Awarded by the First Year Seminar Program at the University of Guelph to doctoral students who are passionate about teaching innovation and new pedagogies to develop a First Year Seminar*
- 2015      **SSHRC Doctoral Fellowship (\$80,000), 4 years**  
*Awarded from the Social Sciences & Humanities Research Council to support high-calibre students engaged in doctoral programs in the social sciences and humanities*
- 2014      **SSHRC Canada Graduate Scholarship (\$17,500)**  
*Awarded by the Social Sciences and Humanities Research Council of Canada for financial support and recognition to exceptional students who are pursuing a Master's degree*
- 2014      **Ontario Graduate Scholarship (\$15,000, declined)**  
*Awarded to graduate students to provide financial support and recognition of excellence in graduate studies at universities in Ontario*

## GRANT FUNDING<sup>2</sup>

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- 2021      **Early Career Researcher Grant (£4,000) [PI]**  
*"The role of reputation in sequential moral decisions: A meta-analysis of the moral cleaning, moral licensing, foot-in-the-door, and door-in-the-face effects"; Kingston University School of Law, Social & Behavioural Sciences*
- 2021      **Senior Research Advancement Grant (£10,000) [co-PI]**  
*"Promoting COVID-19 vaccination among hesitant demographic groups: Moral obligation, threats to autonomy, and perceived legitimacy of public health recommendations"; Kingston University's School of Law, Social and Behavioural Sciences [co-PI with Louisa Pavey, Gaele Vallee-Tourangeau, Katie Attwell, Monique Turner]*
- 2021      **Research Development Allowance (£1,000) [PI]**  
*"Betting your reputation: Public (but not private) Prisoner's Dilemma defection as a form of behavioural risk-taking"; Kingston University's School of Law, Social and Behavioural Sciences*

## PRESENTATIONS

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### INVITED PRESENTATIONS

#### Industry Presentations

2020      *Metaculus Forecasting Community, Virtual Event*

#### Academic Presentations

2021      *FARO Series, Faculty of Business and Social Sciences, Kingston University*

2020      *Adaptive Cognition and Economics Group, Department of Cognitive Science, Central European University*

2019      *Fessler Lab, Department of Anthropology, University of California*

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<sup>2</sup> PI indicates that I am the principal investigator of the grant

## FIRST-AUTHORED CONFERENCE PRESENTATIONS

### Oral Presentations

- 2021 *Society for Personality and Social Psychology*, Virtual Conference
- 2020 *Society for Personality and Social Psychology*, New Orleans, LA
- 2019 *Human Behavior and Evolution Society*, Boston, MA
- 2018 *Human Behavior and Evolution Society*, Amsterdam, Netherlands
- 2018 *Ontario Ecology, Ethology, and Evolution Colloquium*, London, ON, Canada
- 2018 *International Women's Day: Research & Revolt! Conference*, Guelph, ON, Canada
- 2017 *Darwin Day Conference*, Orillia, ON, Canada
- 2017 *International Society for Human Ethology Summer Institute*, Boise, ID
- 2015 *Darwin Day Conference*, Hamilton, ON, Canada
- 2015 *Ontario Ecology, Ethology and Evolution Colloquium*, Toronto, ON, Canada
- 2014 *Darwin Day Conference*, St. Catharines, ON, Canada
- 2014 *Ontario Ecology, Ethology and Evolution Colloquium*, Guelph, ON, Canada

### Poster Presentations

- 2021 *Society for Judgement and Decision-Making*, Virtual Conference
- 2020 *Society for Personality and Social Psychology*, New Orleans, LA
- 2019 *NorthEastern Evolutionary Psychology Society*, Boston, MA
- 2019 *Southern Ontario Behavioural Decision Research Conference*, Waterloo, ON, Canada
- 2019 *Evolutionary Psychology Pre-Conference, Society for Personality and Social Psychology*, Portland, OR
- 2018 *Darwin Day Conference*, Orillia, ON, Canada
- 2018 *Southern Ontario Behavioural Decision Research Conference*, Toronto, ON, Canada
- 2018 *Evolutionary Psychology Pre-Conference, Society for Personality and Social Psychology*, Atlanta, GA
- 2018 *Society for Personality and Social Psychology*, Atlanta, GA
- 2017 *SEXposium*, Toronto, ON, Canada
- 2017 *Human Behavior and Evolution Society*, Boise, ID
- 2017 *Guelph Neuroscience Day*, Guelph, ON, Canada
- 2016 *Human Behavior and Evolution Society*, Vancouver, BC, Canada
- 2021 *Society for Judgement and Decision-Making*, Virtual Conference

## TEACHING EXPERIENCE

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### Courses Taught<sup>3</sup>

- 2021      **Psychology of Health and Well-Being (PS6005)**  
*Third-year undergraduate course examining topics in health psychology, Kingston University*
- 2021      **The Person in Psychology (PS7003)**  
*Master's course exploring concepts in personality and individual differences, Kingston University*
- 2019      **\*Making Sense of Data in Psychological Research (PSYC\*1010)**  
*First-year course introducing concepts in statistics and research methods, University of Guelph*
- 2018      **\*Conflict: Cooperation or Competition? (UNIV\*1200)**  
*First-year seminar-based course exploring concepts in social competition, University of Guelph*

### Guest Lecturer

- 2017      Personality and Individual Differences  
*Lecture in Evolutionary Psychology (PSYC\*3100), Department of Psychology, University of Guelph*
- 2017      Nudging: Using Psychology to Influence Choices  
*Lecture in Uses of Knowledge (ASCI\*2050), Bachelor of Arts and Science, University of Guelph*
- 2014      Non-kin Cooperation, Trust, and Skepticism  
*Lecture in Evolutionary Psychology (PSYC\*3100), Department of Psychology, University of Guelph*

### Workshop Instructor

- 2019      Introduction to Meta-Analysis  
*Workshop for Stats n'Chat student group, Department of Psychology, University of Guelph*
- 2019      Introduction to Meta-Analysis  
*Workshop for the Social Psychology Journal Club, Department of Psychology, University of Guelph*

### Teaching Assistant

- 2019, 2018      *Historical and Critical Perspectives (PSYC\*3000), University of Guelph*
- 2017      *Uses of Knowledge (ASCI\*2050), University of Guelph*
- 2016, 2015      *Research Statistics (PSYC\*2040), University of Guelph*
- 2014-2015      *Abnormal Psychology (PSYC\*3F20), Brock University*
- 2014      *Evolutionary Psychology (PSYC\*3100), University of Guelph*
- 2014      *Behavioural Neuroscience I (PSYC\*2410), University of Guelph*
- 2014      *Cognitive Psychology (PSYC\*2650), University of Guelph*
- 2014      *Principles of Learning (PSYC\*2330), University of Guelph*
- 2013      *Introduction to Psychology (PSYC\*1000), University of Guelph*
- 2012-2013      *Statistics and Research Design (PSYC\*2F23), Brock University*
- 2011      *Lifespan Development (PSYC\*2P12), Brock University*
- 2009-2012      *Introduction to Psychology (PSYC\*1F90), Brock University*

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<sup>3</sup> \* Module leader (course planning, monitoring, evaluation and review, responding to student feedback, liaison with collaborators)

## MENTORSHIP AND SUPERVISION<sup>4</sup>

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### Undergraduate Honours Students

2019-2020 Caroline McLachlan, University of Guelph, Canada (Co-Supervisor)

201-2019 Kirsten Davidson, University of Guelph, Canada (Co-Supervisor)

### Undergraduate Research Students

2020 Hansika Kumar, University of Waterloo, Canada

2018-2019 Cody Fogg, University of Guelph, Canada (Co-Supervisor)

2018 Diana Segal, University of Guelph, Canada (Co-Supervisor)

2018 Christopher Chinn, University of Guelph, Canada (Co-Supervisor)

2017-2018 Jisoo Jung, University of Guelph, Canada (Co-Supervisor)

2017 Clarissa Shepherd, University of Guelph, Canada (Co-Supervisor)

2015-2016 Jennifer Halden, University of Guelph, Canada (Co-Supervisor)

## PROFESSIONAL ACTIVITIES

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### Reviewer for Academic Journals *(in order of impact factor)*

American Psychologist (5.1), Proceedings B (4.8), Scientific Reports (4.1), Cognition (3.5), Journal of Experimental Psychology: General (3.5), Behavioral Ecology (3.3), Evolution and Human Behavior (3.1), Biology Letters (2.8), PLOS One (2.8), Review of General Psychology (2.7), Human Nature (2.7), Royal Society Open Science (2.5), Memory & Cognition (2.5), Evolutionary Psychological Science (2.0), Journal of Behavioral Decision Making (1.7), Evolutionary Behavioral Sciences (1.5), Current Psychology (1.3), Journal of Behavioral and Experimental Economics (1.1), i-Perception (1.1), Theory and Decision (0.74), Psychological Reports (0.7), Ethics and Behavior, Japanese Psychological Research

### Society Memberships

- Association for Research in Personality (ARP)
- Human Behavior and Evolution Society (HBES)
- Psychological Science Accelerator (PSA)
- Society for Judgment and Decision Making (JDM)
- Society for Personality and Social Psychology (SPSP)

### Research Group Memberships

- Art, Cognition/Creativity and Emotion Research Group (ACErg), Kingston University
- Clinical and Applied Behavioural research group (CABRG), Kingston University
- Decision, Attitude, Risk and Thinking Research Group (DART), Kingston University
- Social Psychology Research Group, Kingston University

### Conference Organization

- Darwin Day Conference, Department of Psychology, University of Guelph (2016)

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<sup>4</sup> Underline indicates that these students are co-authors on publications

### **Journal Club Organization**

- Social Psychology Reading Group, University of Guelph (2019)
- Evolution and Human Behaviour, University of Guelph (2015-2016)

### **Knowledge Translation and Outreach**

- Glasgow Explore-A-Thon, Glasgow, UK, 2016
- Economic and Social Research Council (ESRC) Festival of Social Science, 2016